

# USDA AG FORUM 2006

African Growth & Opportunity Act  
and Agriculture: Trade Works  
February 16, 2006

# GANTEC and AGOA

- GANTEC overview
- Benefits of AGOA
- Improvement opportunities

# GANTEC Overview

- GANTEC is a chemical, technology, and natural products company headquartered in Midland, Michigan
- Focus is on producing high quality, high value natural products from the Neem and other trees.
- Timeline
  - 2001-2004: Business and technology exploration- basic recognition of opportunity
  - 2004-2005: Founding core team develops
  - 2005: Business inception & incorporation
  - 2006: Validation of supply and technology, development of partnerships

# GANTEC Vision & Purpose

The vision of GANTEC is to develop profitable businesses that will provide:

- **Growing market opportunities at home and abroad**
- **Growing & sustainable economic returns**
- **Environmental improvement**
- **Community development**

GANTEC fuses chemical processing know-how to emerging opportunities

# GANTEC Business Intent

- GANTEC seeks to unleash the safe and sustainable benefits of natural products to markets worldwide.
  - GANTEC develops increasingly effective and proprietary means for producing, applying, formulating, marketing and distributing natural products
  - GANTEC develops intellectual property to support and expand the usage of Neem and other natural products
  - GANTEC develops new products and applications to help customers effectively use neem

# GANTEC Experience

- GANTEC is the latest chapter in the story of several individuals with a lifetime of experience in
  - science & technology
  - business & organizational development
  - product & process development
  - discovery, innovation & commercialization
  - community involvement & development

# What is Neem?



# What is Neem?

- Neem is a tree which produces fruit
- India use as “village pharmacy”
  - Thousands of years
  - 10-20 million neem trees in India significant utilization
- US National Research Council book published in 1992 “Neem, the tree for solving global problems”
- Africa neem trees abundant
  - Introduced in last 100 years
  - 100's of millions neem trees
  - Underutilized (<5%)
  - Sub-Saharan Africa, grows best in semi-arid climate



# Why Neem?

- Traditional and widespread use of Neem in India
- Neem has demonstrated value in
  - ✓ human health & disease treatment
  - ✓ animal health
  - ✓ insect control
  - ✓ plant protection & yield improvement

# What Parts of the Neem Tree are used?

- Fruit (olive-like)
  - Pulp- soil supplement and feed
  - Seed- high-value oil and extracts
  - Oil- mosquito, locust and insect control
- Leaves--nutraceuticals
  - Tea used to prevent and treat malaria
  - Topical treatments for wounds and skin diseases
- Bark
  - Wound-healing and anti-viral uses
- Wood
  - Beautiful, high strength hardwood
  - Used for furniture and artistic works



# Why Senegal?

- Resources: 20-30 Million trees under-utilized
- People: Competitive, Hard working
- Community: Stable independent villages
- Political: Successful democratic transition
  - ✓ President Wade desire to expand international trade and introduce and increase the use of biopesticides
  - ✓ Senegal government stable and business friendly
- Transport: Low-cost transport to US & Europe
- Sustainability: NGO support; economic stability
- Vision of founders

# Looking Toward a Profitable Future

GANTEC will measure its long-term success by its economic profit, and its effectiveness in delivering

- Increasingly effective tools, technologies and products that provide for sustainable growth & increased benefits worldwide
- Attractive economic returns to shareholders
- Sustainable local economic, community and environmental development in GANTEC-affiliated communities worldwide

# Environmental Improvements Enabled Through Natural Products

- Safe alternatives to dangerous, banned or phased out chemicals- used for insect and nematode control
- Complex extracts applied to plants and soils provide both pest control and fertilizer (biodegradable)
- Fruit purchases drive increased tree planting and growth in Africa and beyond
- Use of neem oil and biomass enhances topsoil, plant growth and provides expanded erosion control options

# Community Development Enabled Through Natural Production

- Job creation at village level
- Reinforce family and village relationships in Sub Saharan Africa
- Assist in development of local pest management control systems
- Building cross cultural relationships

# GANTEC....

A 21<sup>st</sup> Century Business

...applying 21<sup>st</sup> Century Technology

...to solve 21<sup>st</sup> Century problems,

...for the generations to come!

# GANTEC and AGOA

- Focus on Africa helps gain interest of people and organizations- technology, finances
- Forum provide networking and communication opportunities- AGOA 2005

# GANTEC and AGOA

- Reduction in trade barriers- easier to import neem seed to the US
- West Africa Trade Hub in Dakar is more convenient to our business

# Opportunities for AGOA

- Ombudsman to work through bureaucracies in Africa and US
- Identify systemic barriers for businesses in countries and suggest solutions to these barriers
- Financial support for development of US businesses in Africa

# Summary

- AGOA has helped GANTEC by focusing attention on Africa
- AGOA could enhance effectiveness with ombudsman and suggestions to reduce barriers to development